

## Message Text

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21

ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W  
----- 113756

R 241620Z AUG 76  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8455  
AMEMBASSY BRUSSELS  
AMEMBASSY LONDON  
AMCONSUL GOTEBOG

UNCLAS STOCKHOLM 4589

E.O. 11652: N/A

TAGS: BTIO, SW

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 401/01/P 0314
2. DATE: 08/17/76
3. TRUMME
4. 401 SWEDEN
5. IAD
- 6A. REPLY TO
- 6B. MR. STIG ALEXANDERSSON
- 6C. VARME AND SANITETS AB IDO  
BOX 14007  
S-104 40 STOCKHOLM 14, SWEDEN
7. CABLE: N/A  
TELEX: 10024  
TELEPHONE: 08/67 02 60
8. --
9. 111-12 AGENCY/DISTRIBUTORSHIP
10. DESCRIPTION:  
3494120-0000 AUTOMATIC REGULATING AND CONTROL VALVES  
3494140-0000 REGULATOR VALVES EQUIPPED WITH SELF-  
GENERATING POWER ACTUATOR ACTING IN  
RESPONSE AND IN PROPORTION TO A CHANGE  
IN VALVE OF THE CONTROLLED VARIABLE SUCH  
AS TEMPERATURE, PRESSURE, FLOW LEVEL, ETC.

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34943XX-0000 OTHER MZTAL VALVES FOR PIPING SYSTEMS-

EXCEPT PLUMBING AND HEATING VALVES

38242XX-0000 INTEGRATING TOTALIZING FLUID METERS:

CONSUMPTION REGISTERING GAS METERS AND LIQUID  
METERS

38243XX-0000 DIGITAL REVOLUTION COUNTING DEVICES WITH  
MECHANICAL, ELECTRICAL, ELECTRONIC, PNEUMATIC,  
OR OTHER INPUT.#

A. THIS COMPANY WAS ESTABLISHED ABOUT 458 YEARS AGO. ITS  
ANNUAL TURNOVER IS APPROXIMATELY SKR. 40 MILLION. TWO THIRDS  
OF THE COMPANY IS OWNED BY INDUSTRI AB EUROCC, (ANNUAL TURNOVER  
SKR. 1.944 MILLION) AND ONE THIRD BY OY WARTSILA AB, HELSINKI,  
FINLAND, A SHIPYARD WITH AN ANNUAL TURNOVER OF FMK 1,150 MILLION.

B. MAIN CUSTOMERS OF THE SUBJECT COMPANY: PULP AND PAPER MILLS,  
SHIPYARDS, NUCLEAR POWER STATIONS, DISTRICT HEATING PLANTS,  
PROCESSING AND OTHER INDUSTRIES. THE COMPANY WANTS TO EXPAND  
THE PRODUCT CATEGORIES TO INCLUDE VALVES, REGULATING AND CONTROL  
EQUIPMENT AND INSTRUMENTS, AND VARIOUS TYPES OF COMPONENTS.

C. THE VALUE OF THE PURCHASES IS IMPOSSIBLE TO ESTIMATE, BUT  
IF THE RIGHT SUPPLIERS ARE FOUND LARGE ORDERS MAY BE EXPECTED

D. HIGHLY RECOMMENDED TRADE CONTACT.  
SMITH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 AUG 1976  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STOCKH04589  
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**Document Unique ID:** 00  
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**Errors:** N/A  
**Film Number:** D760324-0268  
**From:** STOCKHOLM  
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